

## Message Text

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PAGE 01 ACCRA 01665 050900Z

ACTION AF-08

INFO OCT-01 ISO-00 EB-08 /017 W

-----051619 040336 /46

R 041705Z MAR 77

FM AMEMBASSY ACCRA

TO USDOC WASHDC

INFO SECSTATE WASHDC 6846

UNCLAS ACCRA 1665

E.O. 11652: NA

TAGS: BEXP GH

SUBJ: WTDR/FTI - MECHANICAL LLOYD LTD..

REF: USDOC 01046

1. GHANA 2. CNTRY CODE: 749 3. SER. NO: 0023500

4. MECHANICAL LLOYD LTD.

4A. CODE: K 4B. CODE: A

5. P.O. BOX 2086, RING ROAD WEST

6. ACCRA, GHANA

7. EST. 1970 8. EMPL: 250 9. SIZE: (19-X) LARGE

10. REPUTATION: (22-X) GOOD

11B. SELLS PRODUCTS THROUGHOUT GHANA. HEAD OFFICE AND ENGINEERING  
FACILITIES NEAR DOWNTOWN ACCRA, BRANCH OFFICES AND REPAIR  
WORKSHOPS IN REGIONAL CAPITALS, SUNYANI AND TAMALE, AND TWO MORE  
ARE PLANNED FOR HO AND KUMASI.

12. RPT DATE: 03/77

13A. 35230/1235 IMP. AGT DIST OF FARM MACHINERY AND EQUIPMENT

13B. 35300/1235 IMP. AGT DIST OF CONSTRUCTION, MINING AND RELATED  
MACHY.

13C. 37110/1235 IMP AGT DIST OF MOTOR VEHICLES: CARS AND TRUCKS

13D. 37140/1235 IMP AGT DIST OF VEHICLE PARTS AND ACCESSORIES

13E. 37510/1235 IMP AGT DIST OF MOTORCYCLES AND PARTS

14. CONTACT: MR. REXFORD A DARKO TITLE: EXECUTIVE CHAIRMAN

15. CABLE: MECOY 16. TELEX: 2074 17. TEL: 23623

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18. FINANCIAL REFS: BARCLAYS BANK OF GHANA LTD., HIGH ST. BRANCH,  
P.O. BOX 69; BANK FOR HOUSING AND CONSTRUCTION, MOBIL HOUSE,  
P.O. BOX M-1; AGRICULTURAL DEV. BANK, RING ROAD CENTRAL, P.O.  
BOX 4191; GHANA COMMERCIAL BANK, P.O. BOX 171, KANESHIE; ALL IN  
ACCRA.

19. TRADE REF: MASSEY-FERGUSON INC., 2200 DEKOVEN AVE., RACINE,  
WI. 53401

20. MAJOR FIRMS REPRESENTED: DIST. FOR MASSEY-FERGUSON INDUSTRIES LTD., 915 KING ST. W., TORONTO, ONTARIO M6K 1E3, CANADA, OF AGRIC. CONST. AND RELATED MACHINERY; FOR BAYERISCHE MOTOREN WERKE A.G., 8 MUNCHEN 13, GERMANY, OF AUTOMOBILES AND MOTOR-CYCLES; FOR LANCER BROS. LTD., LEIGHTON BUZZARD, BEDFORDSHIRE, ENGLAND, OF FORKLIFT TRUCKS; ALL ACQ. 1971. DIST. FOR B. A. ASHWORTH AND CO. LTD., P.O. BOX 223, 15-16 BONHILL ST., LONDON, EC2P 2EA, ENGLAND OF TRUCKS, ACQ. 1972; FOR LINER CONCRETE MACHINERY CO. LTD., 46 PARK RD., GATESHEAD, DURHAM NE8 3HR, ENGLAND OF CONCRETE MIXERS; FOR KOEHRING INTL., 780 N. WATER, MILWAUKEE, WI. 53201, OF CONSTRUCTION MACHINERY, PUMPS; ACQ. 1975; FOR WABCO CONST. AND MINING EQPT. GROUP, 2300 N.E. ADAMS, PEORIA, IL. 61601, OF SCRAPERS, ACQ. 1976.

21. LARGEST WHOLLY-OWNED PRIVATE GHANAIAN COMPANY IN HEAVY MACHINERY TRADE; ACQUIRED FORMER DUTCH FIRM OF TECHNICAL LLOYD LATE 1970. ANNUAL SALES REPORTEDLY INCREASING AND ABOUT 160 NEW STAFF EMPLOYED SINCE JUNE 1973 (LAST WTDR). FIRM'S OWNER AND CHIEF EXECUTIVE IS WELL-KNOWN AND RESPECTED IN GHANAIAN BUSINESS COMMUNITY. BANKING REFERENCE REPORTS THAT COMPANY'S FINANCIAL AFFAIRS ARE "SATISFACTORILY CONDUCTED" AND THAT ITS FOREIGN TRADE OBLIGATIONS ARE DISCHARGED PROMPTLY AND ON DUE DATE." WE RECOMMEND MECHANICAL LLOYD AS SUITABLE TRADE CONTACT FOR U.S. FIRMS.

22. PREPARED BY: P.A. HENNISON APPROVED BY: A.L. GLAD  
AT: AMERICAN EMBASSY, ACCRA. SMITH

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NNN

## Message Attributes

**Automatic Decaptoning:** X  
**Capture Date:** 01-Jan-1994 12:00:00 am  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** n/a  
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**Review Markings:**  
Margaret P. Grafeld  
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